# The New Pitman-Moore.

Now the nation's fastest growing animal health and nutrition company.

Obsolete per Dane Morris 1-11-91

# A growing source for you.

International Minerals & Chemical Corporation has ushered in a new commitment to animal agriculture and the care of companion animals with the formation of the new Pitman-Moore, Inc.

By combining the four very successful businesses that previously made up IMC's Animal Product Group, the new Pitman-Moore, Inc. was created as a wholly-owned subsidiary of IMC. Mallinckrodt, Inc. and IMC Fertilizer, Inc. make up the other major IMC core businesses.

IMC's Animal Products Group was primarily a feed phosphate and potassium product supplier until 1975 when two growth promotion products—RALGRO\* growth-promoting beef cattle implants and Baciferm\* a zinc bacitracin product—were added through acquisition.

In 1984, IMC purchased Sterwin Laboratories and entered the poultry vaccine business and has greatly expanded Sterwin's product line and presence in the poultry health market.

With the recent acquisition of Pitman-Moore and its broad line of biologicals, pharmaceuticals, diagnostic and surgical products, IMC positioned itself firmly as a leader in both the large and small animal care industries. From this most recent acquisition the new Pitman-Moore, Inc. was born, with a combined line of more than 400 animal health and nutrition products.

To the livestock and poultry producer, pet owner and veterinarian the new Pitman-Moore represents a growing, quality source for almost all animal care needs. Much broader research capabilities, together with additional technical and sales representation, ensure new and enhanced products and services for the future.

The recent decision to build a \$50 million production facility to manufacture somatotropin (PST), a porcine growth promotant, exemplifies the type of commitment the new Pitman-Moore brings to animal agriculture. There are three research facilities located in Northbrook, Illinois, Terre Haute, Indiana and Washington Crossing, New Jersey—all committed to product research and development for improving animal nutrition and health.

The new Pitman-Moore is positioned for rapid growth—well on its way to becoming the number one animal health and nutrition company in the world.



# Over The-Counter Annual Health Products

For the livestock producer, the new Pitman-Moore is a rapidly growing source for animal health and growth-promoting products.

The new Pitman-Moore's over-the-

COURTER animal health products include:
RALGRO\* growth-promoting beef
cattle implants—8 out of 10 cattlemen who plant, use RALGRO for extra weight gains and improved feed efficiency.

TOTALON™ topical cattle dewormer

less the ten cattle worms of economic

maportance—just pour or squirt it on. LEVASOLE\* cattle anthelmentic widely-used cattle dewormer that's available in mjectable, drench, bolus or gel form.

TELMIN<sup>®</sup> equine wormer—broad spectrum protection, 92-100% effective against major internal parasites.
EQUINE BIOLOGICALS—a high

quality, efficacious line.

Plus, a wide line of large animal pharmaceuticals and biologicals.

Ask your Pitman-Moore sales representative for more information on the full line of animal care products or write or call Pitman-Moore, Inc., P.O. Box 207, Terre Haute, IN 47808; phone: 1-800-457-0871.

# **Ethical Animal Care**

The new Pitman-Moore has a 90-year tradition of providing the veterinarian with quality animal care products. For large and small animal practitioners alike, the new Pitman-Moore is a growing source for top quality animal care products and services.

The growing Pitman-Moore ethical

products line includes:

Surgicals and pharmaceuticals, biologicals, diagnostic products and equine products.

Surgicals JOHNSON and JOHNSON Wound Care and Ortho-

pedic Products ETHICON" Wound Closure Products

SURGIKOS\* Surgery Room

Products

CRITIKON\* Vein/Artery Access Products

**Biologicals** QUANTUM® Dog Vaccines

IMRAB® Rabies Vaccine SWIVAX\* 8, TITAN\* 3/D and PORCIMUNE\* Swine Vaccines TRIPLE E® FT Equine

Vaccines

**Pharmaceuticals** METOFANE, OXYMOR-

PHONE\* Anesthesia TELMINTIC\* Small Animal Anthelmentic TELMIN® Equine Wormer

LEVASOLE<sup>3</sup> TOTALON\*

SPRECTO" Insecticide

Line

**Diagnostics** LEUKASSAY® FII Feline

Leukemia Virus Test D-TEC EIA Equine Infectious Anemia Antibody Test

And many other large and small

animal products.

For more information on the complete Pitman-Moore ethical products line talk with your sales representative or write or call Pitman Moore, Inc., Washington Crossing, NJ 08560; phone: (Eastern U.S.) 1-800-241-3166, (Western U.S.) 1-800-525-9480.

Imrab is a registered trademark of Institut Merieux. Triple E FT is a registered trademark of Connaught Animal Health, Inc.

# Sterwin Laboratories

When IMC bought Sterwin Laboratories from Sterling Drug in April of 1984, it marked a turnaround for the long time manufacturer and marketer of poultry vaccines. Since the acquisition, Sterwin has:

licensed the only coccidiosis vaccine

for turkeys (COCCIVAC-T\*)

• constructed a new production facility for COCCIVAC (for chickens) and COCCIVAC-T in Millsboro. Delaware

• brought the marketing of IMC's feed grade bacitracin product, BACIFERM, under Sterwin's

direction

• initiated enzyme-linked immunosorbent assay (ELISA) testing for customers through an independent laboratory

 introduced BURSA VAC-3, and BURSA VAC-4, two new bursal

disease vaccines

 acquired machine business from Agri-Bio and now manufactures BIOBEAKER™ and BIOJECTOR.™

Other Sterwin Laboratories'

products include:

Poultry biologicals, sanitation products and other hatchery vaccination equipment.

For more information on the Sterwin Laboratories poultry care product line talk to your Sterwin sales representative or write or call Sterwin Laboratories, Pitman-Moore, Inc., P.O. Box 537. Millsboro, Delaware 19966; phone: 1-800-633-0462.

# Feed Ingredients

The new Pitman-Moore is the nation's leading supplier of feed grade phosphate and potassium products to livestock and poultry feed manufacturers. The company has access to the largest phosphate reserves in the world, with yearly phosphate ore production reaching 13 million tons. And across the country, 27 warehouse locations ensure customers delivery where and when product is needed.

The new Pitman-Moore Feed

Ingredient product line includes:

Biofos Mono/dicalcium phosphate offers a high phosphorus content plus a narrow Ca:P ratio.

Dynafos\* Di/monocalcium phosphate is an easy-to-handle, reliable phosphorus

source

Multifos\* Tricalcium phosphate is perfect for formulating high energy and optimum density poultry feeds which benefit from the resulting high biological availability: 100-105.

Monofos\* Monoammonium phosphate is a high B.V. phosphate for low-calcium

feed products.

Liquifos\* Phosphoric acid is an economical phosphorous source for liquid

protein supplements.

Dynamate\* Double sulfate of potassium and magnesium is a slowly soluble feed ingredient that is more palatable than some individual magnesium or sulfur compounds.

Dyna-K\* A rich source of highly available potassium is an ideal supplement where forages and oil meals have been replaced

with low-potassium ingredients.

K-S<sup>n</sup> A single source for both potassium and sulfur is used primarily as an aid to ruminant feed formulators.

Alkaten\* Sodium sesquicarbonate is an effective, free-flowing rumen buffer. (Distributed east of the Rockies)

For more information on these fine products contact your Pitman-Moore Feed Ingredient representative or write or call Pitman-Moore, Inc., 421 East Hawley Street, Mundelein, IL 60060; phone: (312) 566-2600.

#### Feed Ingredients

Pitman-Moore, Inc. 421 East Hawley Street Mundelein, IL 60060 (312) 566-2600

#### Over-the-Counter Animal Health Products

Pitman-Moore, Inc. PO. Box 207 Terre Haute, IN 47808 1-800-457-0871

#### Ethical Animal Care

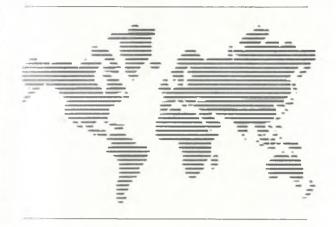
Pitman-Moore, Inc. P.O. Box 344 Washington Crossing, NJ 08560 Eastern: 1-800-241-3166 Western: 1-800-525-9480

#### Sterwin Laboratories

Pitman-Moore, Inc. P.O. Box 537 Millsboro, DE 19966 1-800-633-0462







ANOVERVIEW

#### **CURRENT MARKET POSITION**

Mineral feed supplements—Monofo Biofos® Multifos® Dynafos® Dynafos Growth promotion—Ralgro® Diagnostics—Leukassay B® Anthelmintics—Levasole®, Totalon® Poultry vaccines—Bursa-Vac® Coor

Vaccines—Quantum® 6, FVR® C-P
Diagnostics—D-Tec® CB, UNI-TEC™
Surgicals—Ethicon/Johnson & Johnson
product line
Pharmaceuticals—Telmin® Conofite®

Pharmaceuticals—Telmin® Conofite® Anesthetics—Metofane®

Anesthetics—Fluothane™, Rapinovet

Anthelmintics—Autoworm™, Systamex

Antibacterials—Tribrissen®

Antiprotozoals—Clexon™, Imizol® Insecticides—Clout™, Grenade™

Prostaglandins—Estrumate® Vaccines—Footvax® Epivax<sup>TM</sup> Foot & mouth disease vaccines

Dairy hygiene, antiseptics and disinfectants-Coopercare<sup>TM</sup>, Hibitex<sup>TM</sup> Leader Leader Emerging Significant Significant

Significant Leader

Leader Emerging Leader Significant Significant Significant Significant Significant Significant Significant Significant

Significant

#### STRONG BRAND FRANCHISES In Major Markets

(anthelmintic agent)
Biofos®
(animal feed supplement)
Bursa-Vac®
(poultry vaccine)

Autoworm™

Clexon™ (veterinary medicament)

Clout™

(pour-on parasiticide) Coccivac®

(poultry vaccine) Conofite®

(antifungal agent) Coopercare™

(The Wellcome Foundation Ltd.)
D-Tec® CB

(diagnostic test kit)

Dynafos®

(animal feed supplement)

Dynamate, Dyna-K
(animal feed supplements)
Enivar® (canine vaccine

Epivax® (canine vaccine, The Wellcome Foundation Ltd.)

Estrumate®

(prostaglandin preparation) Ethicon/Johnson & Johnson

product line

Footvax®

(footrot vaccine) FVR® C-P (feline

rhinotrachetis vaccine)

Grenade®

(ectoparasiticide)

Hibitex M

(udder hygiene product, Imperial Chemical Inds.)

lmizol®

(antiprotozoal agent)

Leukassay B®

(leukemia virus test kit)

Levasole®

(anthelmintic agent)

Metofane® (anesthetic) Monofos®

(animal feed supplement)

Multifos® (animal feed supplement)

Quantum® 6 (canine vaccine)

Ralgro® (anabolic agent)

Rapinovet™

(small animal anesthetic)

Systamex®

(anthelmintic agent) Syntex (USA Inc.)

Telmin®

(anthelmintic agent)

Totalon®

(anthelmintic agent, Janssen Pharmaceutica)

Tribrissen®

(antibacterial agent)

UNI-TEC<sup>TM</sup>

(diagnostic reagent)

Pitman-Moore is a major force in three product areas: parasiticides, vaccines and pharmaceuticals. One of the most important pharmaceutical accomplishments was the development of foot and mouth disease (FMD) vaccines for pigs, cattle, buffalo, sheep and goats. Today, the company's FMD vaccine facility at Pirbright, Surrey, England, is the only commercial laboratory in the world licensed to work on all seven major FMD types. Additionally, Pitman-Moore has an extensive range of antibacterials for livestock and companion animals. Another promising product area is the expanding line of growth enhancers for cattle, pigs and poultry.

Pitman-Moore is a worldwide marketer and seller of a broad line of products for the major food animal species. The major portion of the food animal business is in the cattle segment. One key product is Ralgro® a growth-promoting implant. Another unique product is Totalon® a pour-on cattle dewormer. Other products include a full line of swine and equine biologicals and anthelmintic products. The company, through its wholly owned subsidiary, Sterwin Laboratories, Inc., is a producer and marketer of poultry biologicals (vaccines) and vaccinating equipment.

Pitman-Moore is one of the larger marketers of products to the domestic companion animal segment. It markets a broad line of products directly to veterinarians and has a strong presence in surgicals, diagnostics, biologicals and anesthesia pharmaceuticals.

The company's Feed Ingredients products consist of various feed supplements that include phosphorus or potassium to provide the required amounts of these two elements to all classes of livestock and poultry.

RESEARCH: Market Driven

Pitman-Moore performs applied research directed at development of new products, development of new uses for existing products and improvement of existing products and processes. The company's research and development programs focus on four areas: animal nutrition (such as mineral feed supplements and vitamins), disease prevention, diagnosis and treatment of disease, and growth promotion. To supplement its own research, Pitman-Moore has technical agreements with companies involved in the health care and biotechnology fields. Over 350 employees at major locations around the world are dedicated to research aimed at improving the health and growth of livestock and companion animals.

#### **HUMAN RESOURCES:**

Today, Pitman-Moore is the result of the merging of many corporate cultures into a leaner, quicker, market driven organization that recognizes the importance of every employee's contribution to improving company performance. Although employee programs vary from nation to nation, the concept is the same: employees are rewarded based on performance, both in pay and in opportunities for advancement.

#### **EMPLOYEE STATISTICS**

Pitman-Moore—North America822 persons
Pitman-Moore—Asia147 persons
Pitman-Moore—Europe
Pitman-Moore—Feed Ingredients22 persons
Pitman-Moore—Australia/New Zealand 400 persons
Pitman-Moore—Latin America1000 persons
Corporate
Employees with college degrees 40%+ Employees with advanced degrees 12%+

#### PRODUCTION:

Twenty-nine Pitman-Moore facilities around the world produce over 1000 products. The multiple production locations allow true global flexibility in terms of maintaining the highest possible quality and lowest manufacturing cost. Corporate resources ensure the ability to keep manufacturing at a state-of-the-art level.

#### PITMAN-MOORE MANUFACTURING SITES:

#### North America

Terre Haute, Indiana Kansas City, Kansas Baton Rouge, Louisiana Millsboro, Delaware Mulberry, Florida Carlsbad, New Mexico Ajax, Ontario, Canada

#### Europe

Kelvindale, Scotland Bray, Ireland Pirbright, U.K. Friesoythe, Germany Burgwedel, Germany San Bonifacio, Italy Meaux, France

#### Australia/New Zealand

Cabarita, Australia Silverwater, Australia Townsville, Australia Villawood, Australia Otohuhu, New Zealand Upper Hutt, New Zealand

#### Latin America

Buenos Aires, Argentina Sao Paulo, Brasil Cali, Colombia Asunción, Paraguay Montevideo, Uruguay Valencia, Venezuela Mexico City, Mexico

#### Asia

Petaling Jaya, Malaysia Manila, Philippines Ta Yuan Tao Yuan, Taiwan Pitman-Moore performs applied research directed at development of new products, development of new uses for existing products and improvement of existing products and processes. The company's research and development programs focus on four areas: animal nutrition (such as mineral feed supplements and vitamins), disease prevention, diagnosis and treatment of disease, and growth promotion. To supplement its own research, Pitman-Moore has technical agreements with companies involved in the health care and biotechnology fields. Over 350 employees at major locations around the world are dedicated to research aimed at improving the health and growth of livestock and companion animals.

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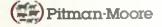
# OUR VISION

We will be the leading animal health care, productivity, and nutrition company throughout the world.

We are dedicated to the fulfillment of our customers' needs.

We are sensitive and responsive to our people, our community, and our environment, wherever we operate.

Together We Will Prosper



#### Corporate Headquarters

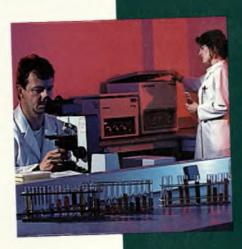
#### Pitman-Moore, Inc. One Conway Park 100 Field Drive Lake Forest, IL 60045 U.S.A

Phone: (708) 615-3700

#### General Offices

Pitman-Moore, Inc. 421 East Hawley Street Mundelein, IL 60060 U.S.A. Phone: (708) 949-3300 Pitman-Moore, Inc.

Today...



Mallinckrodt

Veterinary, Inc.

Tomorrow.

producers around the world rely on our products when it comes to caring for animals. And for good reason. Since 1843, when William Cooper formed his own company in



England to produce the first sheep dip for the control of lice, the company has been building

a tradition of providing innovative products and incomparable services.

Over the past 150 years, respected names in animal health — companies like Pitman-Moore, Sterwin, Glaxo, ICI/Wellcome and IMC— have blended their expertise with the original Coopers to create one of the world's leading animal health and nutrition companies.

#### Our reach:

global. The company has a presence in every major animal health market in the world, our products are sold in more than 100 countries and we employ more than 2,000 people around the globe.

#### Our product line:

one of the most comprehensive in the industry. Biologicals, productivity enhancers, parasiticides, feed ingredients, antimicrobials and veterinary specialties meet a broad range of customer needs.

#### Our pledge:

to enrich the quality of human life by adding value to animal life, both as a safer and more abundant food source and as healthy companions.

oday, that company is Pitman-Moore. Proud of our heritage, but prouder still of our mission: to provide the highest quality products and services to our customers.

Tomorrow, our company will be known as
Mallinckrodt Veterinary,
Inc., a unit of the newly
named Mallinckrodt Group
Inc., (formerly IMCERA)
that includes Mallinckrodt
Medical and Mallinckrodt
Chemical. The Mallinckrodt
name is steeped in a 127year tradition of excellence
closely associated with

quality, service and innovation in human health care and specialty chemicals.

As Mallinckrodt

Veterinary we remain committed to delivering our promise to provide the same high-quality products, services and overall customer enthusiasm expected of us.



We recognize that industry leadership

requires individual initiative as well as global teamwork.

And that customer needs fulfilled tomorrow must be anticipated today.

We are dedicated to earning our outstanding reputation every day. We continue to improve the way we do business to underscore the value we place on meeting our customers' needs in an ever-changing environment.

We are focusing on biological product development and manufacturing. Two newly built plants - an anaerobe bacterium facility in Upper Hutt, New Zealand, and an aerobic bacterium and viral vaccine plant in Burgwedel, Germany - will be joined in 1997 by a third biologicals production site in Raleigh, North Carolina. The three plants will enable the company to supply biological products to customers worldwide, while setting the standard for regulatory compliance. We have opened a state-

of-the-art Science & Tech-

in Mundelein, Illinois.

Experienced researches

nology Center near the



industry experts work in

know our customers best our sales force and our manketing specialists. Their customers are geared toward understanding customers needs, then developing pandacts accordingly.

We continue to spending on global sales force and improve their technical skills training so they can better reach and customers. We are also expanding our technical field support.

In short, we are building on our past to bunch a seriand revitalized company with a dynamic future.



#### OUR PRODUCTS

ustomers will continue to find their favorite products available from Mallinckrodt Veterinary, Inc. Our relationships with customers are strengthened by providing quality products and unparalleled service.

The range of products we offer is significant, and will continue to be enhanced as we develop new, innovative products for the prevention and treatment of diseases in animals. We will continue to focus on products that provide the greatest benefits to animals and the veterinarians and producers who care for them

BIOLOGICALS — Mallinckrodt Veterinary,



Inc., will continue to produce and distribute a broad range of biological products for cattle, sheep,

poultry, swine and companion animals, and provide products such as PARACOX". an anticoccidial vaccine for poultry: LEPTAVOID® H, a leptospirosis vaccine for dairy cattle; EQUIP®, an influenza vaccine for horses; RABDOMUN™, a respected rabies vaccine; and COOPERVAC™, one of the leading FMD vaccines



PHARMACEUTI-CALS - Pitman-Moore's antimicrobial products such as TRIBRISSEN®. TRIVETRIN®

and the unique ZAQUILAN™ help protect livestock and pets against systemic infections. Other products such as CEPRAVIN" and SPECTRAZOL™ are widely used by dairy farmers to prevent and treat mastitis.

A variety of growth promotants and nutritionals is available to help improve the weight gain and feed conversion of livestock for meat and poultry producers. We take pride in offering top-selling products such as RALGRO® which helps boost weight gain performance in beef cattle. CLINACOX", an innovative feed additive, is being developed for use in treating coccidia-related infections in poultry.

Internal and external parasites are among the most common causes of diseases in animals, resulting in costly damage to the animal if not treated properly. We provide a wide range of products to counter parasites including AUTOWORM\*\* Pulse Release Bolus (also sold as REPIDOSE in Europe), which uses an innovative delivery system to rid cattle of gastrointestinal worms. Equally innovative is our DEFEND®/EXspot® product, a unique patented insecticide for dogs. The DEFEND® product line also includes house and premise insecticides. Cattle and sheep producers in Australia, Europe and Latin America rely on products such as TRIATOX™, SPOT-ON™ and GRENADE™ to control troublesome tick, fly, mange, lice and flea problems.



FEED INGREDI-ENTS - Our company's feed ingredients provide the widest range of mineral ingredient prod-

ucts available to the feed industry. Feed ingredients help animals build skeleton and teeth, as well as promote efficient growth and reproduction. Among our best selling products are BIOFOS®, MULTIFOS®, MONOFOS®, DYNAMATE®, DYNAFOS® and DYNA-K®.



VETERINARY **SPECIALTIES** AND OTHERS -We provide veterinarians with surgical products needed to treat

animals in their care. Products range from anesthetics such as METOFANE® and RAPINOVET™ to ETHICON, Inc. wound closure products. HIBITANE", HIBITEX" and COOPERCARE™ are among the best known hygiene products available.

SALES, MARKETING AND PROFESSIONAL SERVICES

We have marketing and sales offices located throughout the world. If you would like more information about the company please contact the office closest to you.



#### GLOBAL SALES & MARKETING OFFICES

#### ORTH AMERICA

undelein, Illinois rporate headquarters) elephone: 708.949.3300 le ephone: 302.934.9274 Max Ontario Canada lephone: 416.427.0455

#### FED INGREDIENTS

Mundelein, Illinois corporate headquarters) letephone: 708.949.3300 Springdale, Arkansas Telephone: 501.751.8950 Oakville, Ontario, Canada Telephone: 905.338.9939

#### ASIA

Tokyo, Japan Telephone: 03.3578,9491 Guangzhou, China Telephone: 86.20.333.8999 extension 105 Jakarta, Indonesia Telephone: 62.21.327.658 Seoul, Korea Telephone: 02.567.2081 Petaling Jaya, Malaysia Telephone: 603.755.6166 Parahque Metro Manila,

**Philippines** Telephone: 63.2.828.9070 Rajburana, Bangkok, Thailand Telephone: 66.2.420.3682 Kaohsiung City, Taiwan Telephone: 886.7.732.1316

United Square, Singapore Telephone: 65.256.5766

#### AUSTRALIA/NEW ZEALAND

North Ryde, Australia Telephone: 61.2.335.4000 Upper Hutt, New Zealand Telephone: 64.4.528.7139



#### **FUROPE**

Harefield, United Kingdom Telephone: 44.895.626.000 Crewe, United Kingdom Telephone: 44.270.580.131 Aalst, Belgium Telephone: 32.53.786.373

Frederiksberg, Denmark Telephone: 45.38.330.633 Turku, Finland

Telephone: 358.21.251.8131 Meaux Cedex, France

Telephone: 33.1.6009.8500 Burgwedel, Germany

Telephone: 49.5139.9970

Athens, Greece Telephone: 30.1.959.9223

DA Houten, The Netherlands Telephone: 31.3403.40405

Bray, Ireland Telephone: 3531.2828.201

Verona, Italy Telephone: 39.45.820.0020

Oslo, Norway Telephone: 47.2256.6570

Lisbon, Portugal Telephone: 351.1.848.6072

Vigo (Pontevedra), Spain Telephone: 34.86.432.875

#### SOUTH AMERICA

Buenos Aires, Argentina Telephone: 54.1.311.5240

Sao Paulo, Brazil Telephone: 55.11.492.3155

Cali, Colombia Telephone: 57.23.644.281

San Juan, Puerto Rico Telephone: 809.788.2200.2217

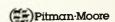
San Jose, Costa Rica Telephone: 506.210.298

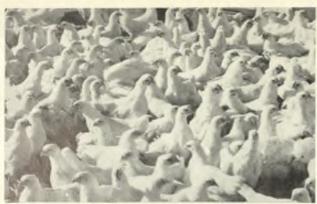
Guadalajara, Mexico Telephone: 52.3.627.0440

Asuncion, Paraguay Telephone: 595..21.294.240

Montevideo, Uruguay Telephone: 598.2.237.191

Valencia, Venezuela Telephone: 58.41.34.1735









# The best-fed animals eat these CSC feed ingredients

#### **ANTIBIOTIC SUPPLEMENTS**

BACIFERM® 10—Antibiotic feed supplement containing 10 grams per lb. of zinc bacitracin in a pure culture fermentation base. Zinc bacitracin, the standard of antibiotic stability, is highly effective for disease prevention and control, and for growth stimulation. Available in 50-lb. multiwall bags.

BACIFERM® 25—contains 25 grams of zinc bacitracin per pound.

**BACKFERM® 40**—contains 40 grams of zinc bacitracin per pound.

**BACIFERM® PB-10**—contains 7.5 grams of zinc bacitracin and 2.5 grams of penicillin (Master Standard) per lb.

BACIFERM® PB-25—Antibiotic feed supplement containing 18.75 grams of zinc bacitracin and 6.25 grams of penicillin (Master Standard) in a pure culture fermentation base. Available in 50-lb. bags.

# **CHOLINE CHLORIDE SUPPLEMENTS**

**CHOLINE SUPPLEMENT-25**—Free-flowing feed supplement guaranteed to contain 25% choline chloride on an all-feed carrier. Available in 50-lb. multiwall bags.

**CHOLINE SUPPLEMENT-37**½—Free-flowing feed supplement guaranteed to contain 37½% choline chloride on an all-feed carrier. Available in 50-lb. multiwall bags.

**CHOLINE SUPPLEMENT-44**—Free-flowing feed supplement guaranteed to contain 44% choline chloride on an all-feed carrier. Available in 50-lb. multiwall bags.

**CHOLINE SUPPLEMENT-50**—Free-flowing supplement guaranteed to contain 50% choline chloride on an all-feed carrier. Available in 50-lb. multiwall bags.

**CHOLINE CHLORIDE 70% AQUEOUS**—Contains 70% choline chloride by weight in water solution. Available in bulk or in 54-gallon steel drums.

#### **VITAMIN A SUPPLEMENTS**

PERMA-DUAL® A—All-trans-vitamin A palmitate encapsulated in gelatin for maximum stability with maximum biological availability. Particle size assures excellent dispersion. Available in the following potencies in 100-lb, fiber drums or 50-lb, multiwall bags:

Perma-Dual 30A.....(30,000 USP units per gram)
Perma-Dual 250A...(250,000 USP units per gram)
Perma-Dual 325A...(325,000 USP units per gram)

Custom potencies available upon request.

**PERMA-SOL®** —Water dispersible all-trans-vitamin A palmitate, specially prepared for maximum stability and solubility. Available in the following potencies, packed in 100-lb. fiber drums:

Perma-Sol 30A......(30,000 USP units per gram)
Perma-Sol 100A......(100,000 USP units per gram)
Perma-Sol 325A.....(325,000 USP units per gram)

# **VITAMIN A & D SUPPLEMENTS**

**PERMA-DUAL® A & D**<sub>3</sub>—Vitamins A & D feed supplement containing all-trans-vitamin A palmitate encapsulated in gelatin with Vitamin D-3 in convenient ratios. Supplied in 50-lb. multiwall bags or 100-lb. fiber drums in the following potencies:

Perma-Dual 30A/30D<sub>3</sub>...(30,000 USP units of Vitamin A and 30,000 USP units of Vitamin D<sub>3</sub> per gram)

Perma-Dual  $45A/22.5D_3$ . .  $(45,000\,USP\,units\,of\,Vita-min\,A\,and\,22,500\,USP\,units\,of\,Vitamin\,D_3\,per\,gram)$ 

Perma-Dual 325A/325D<sub>3</sub>...(325,000USP units of Vitamin A and 325,000 USP units of Vitamin D<sub>3</sub> per gram)

Custom potencies available upon request.







## **VITAMIN A, D & E SUPPLEMENTS**

PERMA-DUAL® A, D & E—Vitamin feed supplements custom-blended to your specifications, using Perma-Dual A, Perma D<sub>3</sub> and Perma E as ingredients.

#### VITAMIN D SUPPLEMENTS

**PERMA D**<sup>®</sup> —Vitamin D<sub>2</sub> feed supplements. Free-flowing and compounded with antioxidants for maximum stability and complete dispersion. Available in 50-lb. multiwall bags and 100-lb. fiber drums in the following potencies:

Perma D 16  $D_2$ ..... (16,000,000 USP units per lb.) Perma D 64  $D_2$ ..... (64,000,000 USP units per lb.) Perma D 75  $D_2$ ..... (75,000,000 USP units per lb.)

Custom potencies available upon request.

**PERMA D**<sub>3</sub><sup>®</sup>—Vitamin D<sub>3</sub> feed supplements. Free-flowing and compounded with antioxidants for maximum stability and complete dispersion. Available in 50-lb. multiwall bags and 100-lb. fiber drums in the following potencies:

Perma D 150  $D_3$  . . . . . (150,000 USP units per gram) Perma D 200  $D_3$  . . . . . (200,000 USP units per gram) Custom potencies available upon request.

# **VITAMIN E SUPPLEMENTS**

PERMA E®—Vitamin E feed supplements containing dl alpha tocopheryl acetate encapsulated in gelatin. Particle size gives maximum mixing efficiency. Available in the following potencies in 50-lb. multiwall bags and 100-lb. fiber drums.

Perma E 20 E . . . . . . (20,000 USP units per lb.)
Perma E 125 E . . . . . (125,000 USP units per lb.)
Custom potencies available upon request.

## **FLAVOR SUPPLEMENT**

CSC/MSG—Monosodium Glutamate feed supplement increases acceptability of baby pig rations. Special small crystal size is available in 100-lb. fiber drums or 50-lb. bags.

# VITAMIN B<sub>12</sub> SUPPLEMENTS

**PROFERM** 8 20—Vitamin B<sub>12</sub> supplement from a pure culture fermentation. 20 milligrams of Vitamin B<sub>12</sub> activity per lb. are guaranteed. Free-flowing, stable, and easily mixed. Available in 50-lb. bags.

**PR9FERM® 24**—Vitamin B<sub>12</sub> supplement from a pure culture fermentation. Guaranteed to contain 24 milligrams of Vitamin B<sub>12</sub> activity per lb. Available in 50-lb. bags.

**PROFERM® 60**—Vitamin B<sub>12</sub> supplement from a pure culture fermentation. Guaranteed to contain 60 milligrams of Vitamin B<sub>12</sub> activity per lb. Available in 50-lb. bags.

# **RIBOFLAVIN SUPPLEMENTS**

- **B·Y**® **16**—Riboflavin feed supplement. A fermentation product. Guaranteed riboflavin potency—16,000 milligrams or 16 grams per lb. 50-lb. bags.
- **B•Y®24**—Riboflavin feed supplement. A fermentation product. Guaranteed riboflavin potency—24,000 milligrams or 24 grams per lb. Ideal for use in the manufacture of concentrates. 50-lb. bags.
- **B·Y**® **60**—Riboflavin feed supplement. Guaranteed riboflavin potency—60,000 milligrams or 60 grams per lb. Ideal for use in the manufacture of concentrates. 50-lb. bags.

# **VITAMIN PREMIXES**

PERMA-MIX®—Highest quality vitamin, mineral and antibiotic mixes, carefully blended and packaged to your specifications. Commercial Solvents Corporation is a basic manufacturer of the major premix components, assuring you of built-in quality control from the ground up.

Animal Nutrition Sales Department

# COMMERCIAL SOLVENTS CORPORATION (G)



We invite you to take a close look at an enterprise designed expressly to produce alue for its owners.

nternational Minerals & Chemical Corporation (IMC) has undergone a transformation.

From one of the world's leading producers of minerals and chemicals...to an active builder of technology businesses. Our strategy is to invest in businesses that possess significant potential and capable management, then to work with the management to deliver that potential. Today we are developing three such businesses-Mallinckrodt Medical, Mallinckrodt Specialty Chemicals and Pitman-Moore. Together, we are launching an exciting new era.

For the 3,400 people of St. Louis-based Mallinckrodt Medical, innovation is essential. The company offers radiologists, cardiologists, anesthesiologists, critical care specialists and nuclear physicians a large portfolio of technically sophisticated products that help them improve health care. With its strong market positions and long history of quality products and services, Mallinckrodt Medical anticipates sales of nearly \$800 million by 1994.

ALLINCKRODT

EDICAL serves doctors, nurses and other



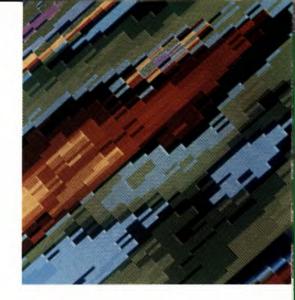
health care providers in over 100 countries and more than 7,000 U.S. medical facilities.

Also headquartered in St. Louis, its 2,200 employees around the world manufacture a wide range of materials that enhance the quality and efficiency of customers' products. Mallinckrodt Specialty Chemicals' primary long-term strategy is to strengthen its worldwide leadership positions in high value-added market niches. Based on current operations, 1994 worldwide sales should approach \$600 million.

ALLINCKRODT

PECIALTY

HEMICALS is a manufacturer of drug



and cosmetic chemicals, catalyst and performance chemicals, science products and flavors.

Headquartered in

ITMAN-

O O R E is one of the world's largest companies devoted solely

Lake Forest, Illinois, Pitman-Moore employs 3,600 people and markets some 1,000 products in 80 countries. Customer service and new product development are keys to continued success. Pitman-Moore supplements its extensive R&D programs through technical agreements with leading health care and biotechnology companies. More than 36 new products in development will help sales

reach \$900 million by 1994.



o the health and productivity of livestock, poultry and companion animals.

It was for many years
a leading supplier of
mineral and chemical
products—International
Minerals & Chemical
Corporation (IMC). Today,
it's a new era for IMC.
We're an active builder of
technology businesses which
aim, above all, to produce
value for our shareholders,
customers and employees.
We're IMCERA.

ou probably know the company behind these investments.

# INGERA

#### Corporate Data

Corporate Headquarters

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Annual Report and Form 10-K

IMCERA Group Inc.

The Company's Annual Report

2315 Sanders Road

and Form 10-K are available

Northbrook, Illinois 60062

without charge by writing to

(708) 564-8600

**IMCERA** Corporate

Communications,

Stock Exchanges

2315 Sanders Road,

New York, Midwest,

Northbrook, Illinois 60062.

Pacific and Paris.

U.S. Ticker Symbol: IMA.

Investor Contact

The Company's daily trading

Elizabeth M. Higashi

activity and common stock

(708) 205-2189

price can be found in the

financial sections of most

Media Contact

major newspapers under

David A. Prichard

"IMCERA."

(708) 205-2270

Operating Company

Headquarters

Mallinckrodt Medical

675 McDonnell Boulevard

P.O. Box 5840

St. Louis, Missouri 63134

(314) 895-2000

**Mallinckrodt Specialty** 

Chemicals

675 McDonnell Boulevard

P.O. Box 5840

St. Louis, Missouri 63134

(314) 895-2000

Pitman-Moore

One Conway Park

100 Field Drive

Lake Forest, Illinois 60045

(708) 615-3700

**IMCERA** 1990 Estimated

Total Net Sales: \$1.39 Billion

Mallinckrodt
Medical
Specialty Chemicals
32%

Pitman-Moore
40%